

John D. Pearce

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OBJECTIVE To provide excellent customized consultation, training development, and facilitation for companies and individuals leading to higher levels of corporate and individual success.

PROFESSIONAL EXPERIENCE

Facilitator/

Instructional Designer

Actively consult with clients to assess training needs, develop curriculum to meet those needs, and facilitate the training. Responsible for facilitating a variety of manufacturers' national sales and service training programs (individually and as part of a team). These include long- and short-term programs, Ride 'n' Drives and corporate culture change. (For a detailed list, see document "The Total Experience")

District

Sales Manager

Responsible for wholesale and retail sales for 10 dealerships in Washington and Alaska. Duties include consulting with Dealer Principals, General Managers and Sales Managers on advertising, marketing, sales training, inventory control, and profitability. Also work with Service and Parts District Managers to increase overall dealer profitability. Total district retail sales increase 35% (compared to 14% nationally), and SSI scores increase 17% (6% nationally) over the previous year.

Sales Manager

Responsible for interviewing, hiring, training, and supervising up to thirteen sales consultants; developing sales strategies, monthly quotas and goals; appraising trades; negotiating and closing deals; and managing inventory. Work closely with Service and Parts Managers to increase customer crossover between departments.

Sales

Consultant

Responsible for selling new and used automobiles and training new sales consultants. Consistently ranked #1 or #2 in volume and gross profit every month while maintaining a Sales Satisfaction Index score of 96% or higher. Awarded Mitsubishi's Diamond Sales Guild Silver excellence in Customer Satisfaction and New Car Sales.

Photography

Instructor

In addition to teaching beginning and intermediate courses, responsible for designing the course curricula and all materials used.

Commercial

Photographer

Specialize in architectural and location photography and in developing new and innovative techniques for photography in challenging situations.

EMPLOYMENT HISTORY

1999 – present **Training Facilitator/Instructional Designer/Consultant** (self-employed), Olympia, WA
1998 – 1999 **District Sales Manager**, Mitsubishi Motor Sales of America, Olympia, WA
1995 – 1998 **Regional Sales Training Manager**, Mitsubishi Motor Sales of America, Orlando, FL
1995 **Sales Manager**, Fort Lauderdale Mitsubishi, Fort Lauderdale, FL
1993 – 1995 **Sales Consultant**, Fort Lauderdale Mitsubishi, Fort Lauderdale, FL
1991 – 1993 **Certified Instructor of Photography**, School Board of Broward County, FL
1982 – 1993 **Commercial Photographer**, On Location (self-employed), Fort Lauderdale, FL